NUMBER CONTRACT SPOTS OWED COMMISSION COST 964353 11/4-11/8 25 \$10,310.00 \$ 1,546.50 \$ 8,763.	OWED COMMISSION COST 10,310.00 \$ 1,546.50 \$ 8,763.50	OWED COMMISSION COST COSTS 10,310.00 \$ 1,546.50 \$ 8,763.50 \$	OWED COMMISSION COST COSTS OWED RI 10,310.00 \$ 1,546.50 \$ 8,763.50 \$ 8,763.50 \$	OWED COMMISSION COST COSTS OWED RECEIVED 10,310.00 \$ 1,546.50 \$ 8,763.50 \$ 8,763.50
OWED COMI 10,310.00 \$	OWED COMMISSION COST 10,310.00 \$ 1,546.50 \$ 8,763.50	OWED COMMISSION COST COSTS 10,310.00 \$ 1,546.50 \$ 8,763.50 \$	OWED COMMISSION COST COSTS OWED 10,310.00 \$ 1,546.50 \$ 8,763.50 \$ 8,763.50	GROSS TOTAL (15%) NET PROD. NET NET OWED COMMISSION COST COSTS OWED RECEIVED 10,310.00 \$ 1,546.50 \$ 8,763.50 \$ 8,763.50
OMI (TOT/	TOTAL (15%) NET COMMISSION COST 1,546.50 \$ 8,763.50	TOTAL (15%) NET PROD. COMMISSION COST COSTS 1,546.50 \$ 8,763.50 \$	TOTAL (15%) NET PROD. NET COSTS OWED 1,546.50 \$ 8,763.50 \$ 8,763.50	TOTAL (15%) NET PROD. NET PROD. NET COSTS OWED 1,546.50 \$ 8,763.50 \$ 8,763.50
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	1 14	PROD. COSTS	PROD. NET COSTS OWED \$ 8,763.50	PROD. NET NET COSTS OWED RECEIVED \$ 8,763.50 \$ 8,763.50

CONTRACT



WTHI 800 Ohio Street Terre Haute, IN 47807 (812) 232-9481

And:

Hulsen Media Services 2400 Laramie Trail Austin, TX 78745 USA

	Contract / Re	vision	Alt Order	#
	964353	1	2534737	6
Product				
Candidate				
Contract Dates	Estimate #			
11/04/16 - 11/08/16	1177			
Advertiser			Original Date	e / Revision
POL/Glenda Ritz for II	N State Superinte	endent	11/03/16	/ 11/03/16
	Billing Cycle	Billing	Calendar	Cash/Trade
	EOM/EOC	Broado	cast	Cash
	Property	Accou	nt Executive	Sales Office
	WTHI	Katz V	Vashington	Katz/Washingt
	Special Hand	lling		
	Demographic			
	Adults 25-54			
	Agy Code	Advert	iser Code	Product 1/2
	9915247			
	Agency Ref		Advertise	er Ref

	Start/End	Spots/	115		7:1
*Line Ch Start Date End Date Description	Time	Days Length Week	Rate Rtn TypeSp	ots	Amount
N 1 WTHI 11/04/16 11/08/16 News 10 M-F	6a-7a	:30	NM	3	\$900.00
Start Date End Date Weekdays Spots/Week Week: 10/31/16 11/06/16 1 1 Week: 11/07/16 11/13/16 11 2	<u>Rate</u> \$300.00 \$300.00				
N 2 WTHI 11/04/16 11/08/16 CBS This Morning Start Date End Date Weekdays Spots/Week Week: 10/31/16 11/06/162- 2 Week: 11/07/16 11/13/16 22 4	7a-9a <u>Rate</u> \$200.00 \$200.00	:30	NM	6	\$1,200.00
N 3 WTHI 11/05/16 11/05/16 CBS This Morning Sa	9a-11a <u>Rate</u> \$200.00	:30	NM	1	\$200.00
N 4 WTHI 11/04/16 11/07/16 News 10 Midday Start Date End Date Weekdays Spots/Week Week: 10/31/16 11/06/161 1 Week: 11/07/16 11/13/16 1 1	12p-1230p <u>Rate</u> \$500.00 \$500.00	:30	NM	2	\$1,000.00
N 5 WTHI 11/07/16 11/07/16 M-F 530p-6p Start Date End Date Weekdays Spots/Week Week: 11/07/16 11/13/16 M 1	530p-6p <u>Rate</u> \$260.00	:30	NM	1	\$260.00
N 6 WTHI 11/04/16 11/07/16 News 10 at 6p Start Date End Date Weekdays Spots/Week Week: 10/31/16 11/06/161 1 Week: 11/07/16 11/13/16 1 1	6p-630p <u>Rate</u> \$1,000.00 \$1,000.00	:30	NM	2	\$2,000.00
N 7 WTHI 11/04/16 11/07/16 M-F 730p-8p Start Date End Date Weekdays Spots/Week Week: 10/31/16 11/06/16 1 1 Week: 11/07/16 11/13/16 1 1	730p-8p <u>Rate</u> \$400.00 \$400.00	<u>:</u> 30	NM	2	\$800.00
N 8 WTHI 11/04/16 11/07/16 News 10 Late News M-F Start Date End Date Weekdays Spots/Week Week: 10/31/16 11/06/161 1 Week: 11/07/16 11/13/16 1 1	11p-1135p <u>Rate</u> \$500.00 \$500.00	:30	NM	2	\$1,000.00
N 9 WTHI 11/06/16 11/06/16 Late Fringe Su Start Date End Date Weekdays Spots/Week	1130p-2a <u>Rate</u>	:30	NM	1	\$400.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

11/03/16 / 11/03/16



	964353 /	25347376
Contract Dates	Product	Estimate #
11/04/16 - 11/08/16	Candidate	1177
Advertiser		Original Date / Revision

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Rtn Types	Spots	Amount
Start Date End Date Weekdays Sr Week: 10/31/16 11/06/16 S	<u>nots/Week</u> <u>Rate</u> 1 \$400.00				
N 10 WTHI 11/04/16 11/07/16 Late Show W/ Start Date End Date Weekdays Sr Week: 10/31/16 11/06/161 Week: 11/07/16 11/13/16 1	Late Show W/ oots/Week Rate 1 \$125.00 1 \$125.00	;30	NM	2	\$250.00
N 11 WTHI 11/04/16 11/04/16 Fri Hour 1 Start Date End Date Weekdays Sp Week: 10/31/16 11/06/16F	8p-9p nots/Week <u>Rate</u> 1 \$800.00	:30	MM	1	\$800.00
N 12 WTHI 11/07/16 11/07/16 Mon Hour 3 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Sp</u> Week: 11/07/16 11/13/16 M	10p-11p bots/Week Rate 1 \$1,100.00	:30	NM	1	\$1,100.00
N 13 WTHI 11/07/16 11/07/16 M-F 7p-730p <u>Start Date End Date Weekdays Sp</u> Week: 11/07/16 11/13/16 1	7p-730p <u>pots/Week</u> <u>Rate</u> 1 \$400.00	:30	NM	1	\$400.00
		Totals 0.00		25	\$10,310.00

POL/Glenda Ritz for IN St

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/31/16 -11/08/16	25	\$10,310.00	(\$1,546.50)	\$8,763.50
Totals	25	\$10,310.00	(\$1,546.50)	\$8,763.50

Signature:	Date:



Contract # 25347376 CPE: 132/135/1177 Agency: HULSEN MEDIA SERVICE

Austin, TX 78745 2400 Laramie Trail Agency Order #: 5548241

Salesperson: BEN WILMETH 202-872-5880 Buyer: Hulsen, Kristin Changes as of: 11/3/2016 at 3:55 PM Flight: 11/4/16 - 11/8/16

Product: Candidate

Advertiser: Ritz IN State Superintendent

Assistant: BEN WILMETH 202-872-5880

Primary Demo: Adults 35+ Con Type: POLITICAL/VOTE Office: WASHINGTON

Version: Highlighting Revision 2
Station: WTHI Market: Terre Haute

Total \$: \$10,310.00

Total Spots: 25 Total CPP: \$66.95 Total GRP: 154.0

Separation:

Comments: revised order,

mg by lns 14-15.nciot In 4 and 13, 1x each na.

15	REV+ 14 10p-11p	REV- 13 7p-8p	12	1	10	9	00	7	o o	ر ن	REV-4	ω	2	1	**	
REV+ 15 7p-7:30p	10p-11p	Su 7p-8p	12 8p-9p	M-F 11 11:35p-12:35a	Su 10 11p-11:30p	M-F 9 11p-11:35p	M-F 7:30p-8p	M-F 6p-6:30p	M-F 5:30p-6p	M-F 5 12n-12:30p	Su REV- 4 9a-10:30a	Sa 3 9a-11a	M-F 7a-9a	M-F 6a-7a	# Day/Time	
															P	
ET	Scorpion	60 Minutes-CBS	MacGyver-CBS	Late Show	News 10 WTHI	News 10 WTHI	Family Feud	News 10 WTHI	Inside Edition	News 10 WTHI	CBS News Sunday Morning	CBS This Morning Saturday	CBS This Morning	News 10 WTHI	Program	
\$400.00	\$1,100. 00	\$1,200. 00	\$800.00	\$125.00	\$400.00	\$500.00	\$400.00	\$1,000. 00	\$260.00	\$500.00	\$300.00	\$200.00	\$200.00	\$300.00	Rate	
0.0	0.0	12.7	9.1	2.0	4.8	7.4	5.6	13.9	6.1	9.1	5.3	5.2	5.6	6.4	A35P Rating	
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1 \$400.00	1 \$1,100.00		1 \$800.00		1 \$400.00	69		ь	1 \$260.00	\$1.0		1 \$200.00	6 \$1,200.00	3 \$900.00	Spots \$	lotal
1 \$400.00 \$0.00			1 \$800.00 \$87.91	\$250.00		\$1,000.00	\$800.00	\$2,000.00		\$1,000.00	\$0.00	1 \$200.00 \$38.46				



Contract # 25347376 Agency: HULSEN MEDIA SERVICE CPE: 132/135/1177 Advertiser: Ritz IN State

2400 Laramie Trail **Agency Order #:** 5548241 Product: Candidate Superintendent

Austin, TX 78745

Salesperson: BEN WILMETH 202-872-5880 Buyer: Hulsen, Kristin

Changes as of: 11/3/2016 at 3:55 PM Flight: 11/4/16 - 11/8/16 Version: Highlighting Revision 2 Station: WTHI

Market: Terre Haute

Primary Demo: Adults 35+ Con Type: POLITICAL/VOTE Assistant: BEN WILMETH 202-872-5880

Total Spots:

Total \$: \$10,310.00 25

Total CPP: \$66.95

Office: WASHINGTON

Total GRP: 154.0

Separation:

Special Instructions 125 West 55th St New York, NY 10019

		Order Level Comments
Date/Time	Added by	Comment
		revised order,
		In 4 and 13, 1x each na.
11/03/16 3:55 PM	11/03/16 3:55 PM	mg by Ins 14-15.nciot
11/03/16 12:31 PM Tammy Terry	Tammy Terry	Ben - m/g will change - n/a spot on line 4 (rate of 300) and spot on line 13(rate of 1200). total of \$1500. will m/g at 1 spot 10-11p 11/7 (1100) plus 1 spot 11/7 in e.t. (rate of 400). I'll go ahead & book, send corrections when you can. thanks - tammy
11/03/16 11:19 AM Tammy Terry	Tammy Terry	Ben - spot on line 4, and spot on line 13 n/a. total out 1400. I can offer m/g of additional spot on line 1, plus 1 spot at 1100 in monday 10-11p. please advise. thanks - tammy
11/03/16 11:09 AM BEN WILMETH	BEN WILMETH	NEW ORDER
11/03/16 11:09 AM BEN WILMETH	BEN WILMETH	NEW ORDER

Competitive Haknown	Comment:	WTHI Share: 100%	Market Budget: \$10,310	Competitive Information

154.0	\$66.95	\$10,310.00	25	100%	Total
154.0	\$66.95	\$10,310.00	25	100%	
GRF	CPP	Dollars	Spots	% Distrib	Day/Time
		Immary	Daypart Summary		

\$10 310 00	25	Total
\$10,310.00	25	2016-Nov
Dollars	Spots	Month

						Transaction tristory		
Trans	Created/Received Created by	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	\$ Comment
								Changes: Total GRPs from 172.0 to 154.0, Total CPP from \$59.94 to \$66.95, Comments from NEW ORDER to revised order,
								In 4 and 13, 1x each na.
Revision	11/3/16 3:55 PM	11/3/16 3:55 PM CAROLYN ALLAIRE	Revised			\$0	\$0	\$0 mg by lns 14-15.nciot. 4 buylines added or modified.
Makegood 2	11/3/16 12:31 PM Tammy Terry	Tammy Terry	Confirmed			\$0	\$0	O Changes: Total GIMPs from 0 to 172. Total CPM from \$0.00 to \$59,941.86
Makegood 1	11/3/16 11:19 AM Tammy Terry	Tammy Terry	Confirmed			\$0	\$0	
Revision	11/3/16 11:09 AM BEN WILMETH	BEN WILMETH	Confirmed			\$0	\$10,310.00	Changes: Flight Start from 10/31/16 to 11/4/16, Flight End from 11/13/16 to 11/8/16, User Entered \$ from \$0.00 to \$10,310.00, Comments from Separation: 15 to NEW \$10,310.00 ORDER. 13 buylines added or modified.
New	11/3/16 10:55 AM BEN WILMETH	BEN WILMETH	New	25		\$10,310,00	\$10,310.00	

Non-Discrimination Policy

PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES, CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY.

ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.



Contract # 25347376 CPE: 132/135/1177 Agency: HULSEN MEDIA SERVICE

2400 Laramie Trail Austin, TX 78745

Salesperson: BEN WILMETH 202-872-5880 Buyer: Hulsen, Kristin Changes as of: 11/3/2016 at 12:31 PM Flight: 11/4/16 - 11/8/16

Agency Order #: 5548241 Advertiser: Ritz IN State Superintendent Product: Candidate

Version: Highlighting Makegood 2
Station: WTHI

Market: Terre Haute

Total Spots: 25

Total \$: \$10,310.00

Total CPP: \$59.94 Total GRP: 172.0

Primary Demo: Adults 35+ Con Type: POLITICAL/VOTE Assistant: BEN WILMETH 202-872-5880 Office: WASHINGTON

Separation:

Station Comment

Comments: NEW ORDER

Ben - m/g will change - n/a spot on line 4 (rate of 300) and spot on line 13(rate of 1200), total of \$1500. will m/g at 1 spot 10-11p 11/7 (1100) plus 1 spot 11/7 in e.t. (rate of 400). I'll go ahead & book, send corrections when you can, thanks - tammy



Comments: NEW ORDER

Contract # 25347376 CPE: 132/135/1177 Agency: HULSEN MEDIA SERVICE 2400 Laramie Trail

Austin, TX 78745

Product: Candidate

Buyer: Hulsen, Kristin

Agency Order #: 5548241

Salesperson: BEN WILMETH 202-872-5880

Changes as of: 11/3/2016 at 11:09 AM Advertiser: Ritz IN State Superintendent Flight: 11/4/16 - 11/8/16

Primary Demo: Adults 35+ Office: WASHINGTON

Version: Highlighting Revision 1
Station: WTHI Market: Terre Haute

Total Spots: 25 Total CPP: \$59.94

Total \$: \$10,310.00

Total GRP: 172.0

paration:

n Type: POLITICAL/VOTE	
sistant: BEN WILMETH 202-872-5880	Sep

	Assistant:	Con Type:
202-872-5880	BEN WILMETH	POLITICAL/VOTE
	S	

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\$900.00 \$1.200.00 \$200.00 \$300.00 \$1,000.00 \$2,000.00 \$2,000.00 \$2,000.00 \$300.00 \$300.00 \$300.00 \$300.00 \$300.00 \$300.00 \$300.00 \$300.00						69		\$2,000.00	\$260.00	\$1,000.00			69	
\$900.00 \$46.88 \$1.200.00 \$35.71 \$200.00 \$38.46 \$300.00 \$56.60 \$1,000.00 \$542.62 \$2,000.00 \$71.94 \$800.00 \$67.57 \$4400.00 \$67.57 \$400.00 \$83.33 \$250.00 \$87.91 \$1,200.00 \$94.49 \$1,200.00 \$94.49	\$10,310.00			\$250.00		\$1,000.00	\$800.00	\$2,000.00	\$260.00	\$1,000.00			69	

(1.0/ 6.8 Voy

1100

Contract # 25347376 Agency: HULSEN MEDIA SERVICE CPE: 132/135/1177 2400 Laramie Trail

Agency Order #: 5548241

Austin, TX 78745

Buyer: Hulsen, Kristin

Changes as of: 11/3/2016 at 11:09 AM Flight: 11/4/16 - 11/8/16

Advertiser: Ritz IN State Superintendent Product: Candidate

Version: Highlighting Revision 1 Station: WTHI

Primary Demo: Adults 35+ Con Type: POLITICAL/VOTE Office: WASHINGTON

Total GRP: 172.0

Market: Terre Haute

Total Spots: Total CPP: \$59.94 Total \$: \$10,310.00

25

Separation:

Salesperson: BEN WILMETH 202-872-5880

Assistant: BEN WILMETH 202-872-5880

Order Level Commen			
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Special Instructions

125 West 55th St New York, NY 10019

11/03/16 11:09 AM BEN WILMETH 11/03/16 11:09 AM BEN WILMETH

NEW ORDER **NEW ORDER** Comment

Date/Time

Added by

	Competitive Information	
larket Budget: \$10,310	\$10,310	_
WTHI Share: 100%	100%	T
Comment:		
	Competitive Unknown	ſ

		Daypart Summary	ummary		
Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	25	\$10,310.00	\$59.94	172.0
Total	100%	25	\$10,310.00	\$59.94	172.0

25 \$10 340 00		Total
25 \$10,310.00		2016-Nov
ots Dollars	Spots	Month

				Trans	Transaction History		
Trans	Created/Received Created by	Status	Spot+	Spot+ Spot-		\$ Chg Contract \$	\$ Comment
Revision	11/3/16 11:09 AM BEN WILMETH	Revised			\$0	\$10,310.00	Changes: Flight Start from 10/31/16 to 11/4/16, Flight End from 11/13/16 to 11/8/16, User Entered \$ from \$0.00 to \$10,310.00, Comments from Separation: 15 to NEW ORDER, 13 buylines added or modified.
New	11/3/16 10:55 AM BEN WILMETH	New	25		\$10.310.00	\sim $_{\rm I}$	

Non-Discrimination Policy

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Contract # 25347376 CPE: 132/135/1177 Agency: HULSEN MEDIA SERVICE

Salesperson: BEN WILMETH 202-872-5880

Austin, TX 78745 2400 Laramie Trail

Advertiser: Ritz IN State Superintendent

Agency Order #: 5548241 Product: Candidate Buyer: Hulsen, Kristin

Changes as of: 11/3/2016 at 11:19 AM Flight: 11/4/16 - 11/8/16

Version: Highlighting Makegood 1
Station: WTHI

Total \$: \$10,310.00

Market: Terre Haute

Office: WASHINGTON

Primary Demo: Adults 35+
Con Type: POLITICAL/VOTE
Assistant: BEN WILMETH
202-872-5880

Total Spots: 25

Total CPP: \$59.94 Total GRP: 172.0

Separation:

Station Comment

Comments: NEW ORDER

Ben - spot on line 4, and spot on line 13 n/a. total out 1400. I can offer m/g of additional spot on line 1, plus 1 spot at 1100 in monday 10-11p. please advise. thanks - tammy

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☐ FEDERAL CANDIDATE

STATE/LOCAL CANDIDATE

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

Station an	d Location:	<u>.</u>		Date:	
I, HMS					
being/on bel	half of: Glend	a Ritz			
a legally qua	lified candidate	of the Der	nocratic		
political part in the Gen	ty for the office of	_{of:} <u>Indiana</u>	a State Si	uperintende	ent
	e held on: 11/8		S:		
Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

Attach proposed schedule with charges (if available):

I represent that the payment for the above described broadcast time has been furnished by:

Ritz4Education | 115 W. Washington St. Suite 1165 Indianapolis, IN, 46204

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Cheryl Lynn Olson | (317) 703-4404

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

To Be Signed By Candidate or Authorized Committee

10/17/16	K-B1	
Date	Signature	
To Be	Signed By Station Representative	
Accepted	☐ Accepted in Part	☐ Rejected
//\	Mick Teleryn	6sm
Signature	Printed Name	Title